

**Condensed Title:**

A Resolution Accepting The City Manager's Recommendation Pursuant To RFP No. 37-07/08 For A Microwave Radio System, Authorizing The Administration To Enter Into Negotiations, Authorizing The Mayor And City Clerk To Execute An Agreement

**Key Intended Outcome Supported:**

Improve process through information technology; Increase resident ratings of public safety services

**Supporting Data (Surveys, Environmental Scan, etc.):** The current Microwave System was acquired as the result of the federally mandated auction of 2GHz radio frequencies for emerging technology in the late 1990's. This ten (10) year old Microwave System is a product line that has been discontinued by the manufacturer for about eight (8) years. Because the Microwave System is reaching its end of life, parts scarcity is making it difficult to maintain.

**Issue:**

Adopt the Commission Adopt the Resolution?

**Item Summary/Recommendation:**

The City of Miami Beach operates a Public Safety Radio communication system that is over ten (10) years old and is a product line that has been discontinued by the manufacturer for about eight (8) years. Because the Microwave System is reaching its end of life, parts scarcity is making it difficult to maintain.

On June 25, 2008, the Mayor and City Commission authorized the issuance of a Request for Proposals (RFP) to acquire a new public safety radio system microwave backbone technology from a vendor capable of providing a turnkey solution for the design, implementation, training, and 24 hour a day 7 day a week maintenance for a period of ten (10) years, required to meet the City's reliability and performance goals.


RFP No. 37-07/08 was issued and sent to over 900 firms and 3 proposals were received. An Evaluation Committee appointed by the City Manager reviewed the proposals, listened to presentations and participated in Q & A with the 3 proposers, and scored and ranked them based on the published evaluation criteria. The Committee unanimously ranked BIG Wireless, LLC as the top-ranked firm

Adopt the Resolution.


**Advisory Board Recommendation:**

N/A



**Financial Information:**

Source of Funds:		Amount	Account
 OBPI	1	\$800,000	U.S. Department of Homeland Security Emergency Operations Center Grant
	2		
	3		
	Total	\$800,000	
<b>Financial Impact Summary:</b>			

**City Clerk's Office Legislative Tracking:**

Gus Lopez, Procurement Director 

**Sign-Offs:**

Department Director	Assistant City Manager	City Manager
GA	PDW 	JMG 

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MIAMIBEACH



# MIAMI BEACH

City of Miami Beach, 1700 Convention Center Drive, Miami Beach, Florida 33139, [www.miamibeachfl.gov](http://www.miamibeachfl.gov)

## COMMISSION MEMORANDUM

TO: Mayor Matti Herrera Bower and Members of the City Commission

FROM: Jorge M. Gonzalez, City Manager

DATE: February 25, 2009

SUBJECT: **A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE RECOMMENDATION OF THE CITY MANAGER PERTAINING TO THE RANKING OF FIRMS PURSUANT TO REQUEST FOR PROPOSALS (RFP) NO. 37-07/08 FOR A MICROWAVE RADIO SYSTEM; AUTHORIZING THE ADMINISTRATION TO ENTER INTO NEGOTIATIONS WITH THE TOP-RANKED FIRM OF BIG WIRELESS, LLC, AND SHOULD THE ADMINISTRATION NOT BE ABLE TO NEGOTIATE AN AGREEMENT WITH THE TOP-RANKED FIRM, AUTHORIZING THE ADMINISTRATION TO NEGOTIATE WITH THE SECOND-RANKED FIRM OF MOTOROLA, INC.; AND FURTHER AUTHORIZING THE MAYOR AND CITY CLERK TO EXECUTE AN AGREEMENT UPON THE COMPLETION OF SUCCESSFUL NEGOTIATIONS BY THE ADMINISTRATION, IN THE NOT TO EXCEED AMOUNT OF \$800,000.**

### ADMINISTRATION RECOMMENDATION

Adopt the Resolution

### FUNDING

Funding in the amount of \$800,000 is available from the U.S. Department of Homeland Security Emergency Operations Center Grant.

### KEY INTENDED OUTCOMES SUPPORTED

Improve process through information technology; Increase resident ratings of public safety services

### ANALYSIS

The City of Miami Beach operates a Motorola 800 MHz Smart Zone Simulcast Public Safety Radio communication system (Radio System). One key component of the Radio System is the Harris Digital Microwave System (Microwave System) that is the key backbone connecting all the radio repeater sites. The Microwave System was acquired as the result of the federally mandated auction of 2GHz radio frequencies for emerging technology in the late 1990's. As a result of the auction, PCS PrimeCo successfully bid on the City's frequencies and in return PCS PrimeCo installed the Microwave System connecting all the radio repeater sites. The Microwave System is currently maintained by Motorola. This ten (10) year old Microwave System is a product line that has been discontinued by the manufacturer for about eight (8) years. The Microwave System is reaching its

end of life, and parts scarcity is making it difficult to maintain. It is anticipated that the successful bidder would implement and make operational a new microwave system before the end of calendar year 2009.

The City's Public Safety Radio communication system utilizes a Motorola installed and maintained 800 MHz Smart Zone Simulcast system consisting of three (3) 10 channel transmit/receive sites and one (1) 10 channel receive-only location. This system utilizes a terrestrial 10 GHz point-to-point/tandem microwave system spanning approximately 6 miles to connect the 800 MHz trunking Prime Site located at the Police Department Dispatch Center (PD Prime), 1100 Washington Avenue, Miami Beach, to each remote base station.

Sites: Police Department Prime (PDP), 1100 Washington Ave, Miami Beach  
Council Towers (CT), 1040 Collins Ave, Miami Beach, Simulcast Site  
Old City Hall (OCH), 1130 Washington Ave, Miami Beach, Origin Passthrough Site  
Rebecca Towers (RT), 301 Alton Rd, Miami Beach, Simulcast Receive Only Site  
New City Hall (NCH), 1700 Convention Center Drive, Miami Beach, Passthrough Repeater  
Site Tower 41 (T41), 4100 Pine Tree Drive, Miami Beach, Simulcast Site  
Parkview Point (PVP), 7100 Wayne Ave, Miami Beach, Simulcast Site

On June 25, 2008, the Mayor and City Commission authorized the issuance of a Request for Proposals (RFP) for a Microwave Radio System.

The purpose of the RFP was to acquire a new public safety radio system microwave backbone technology from a vendor capable of providing a turnkey solution for the design, implementation, training, and 24 hour a day, 7 day a week maintenance for a period of ten (10) years, required to meet the City's reliability and performance goals.

The turnkey solution, unlike the present star topology system, was to include all path studies needed to implement the full protected looped solution sought with the RFP, all network equipment, hardware, software, tools, personnel and other components required to meet the City's reliability and performance goals.

The following were requested to be addressed in the responses to the RFP:

- A guaranteed system reliability of 99.999%.
- Proposers shall state the meantime between failures for any proposed equipment or any component of the system, and elaborate on the processes used to guarantee these service levels.
- A technology refresh solution that mitigates the risk of obsolescence in the system over time
- Proposals shall include a detailed plan and all associated costs for hardware, firmware, software version and microcode upgrades during the contract term.
- Proposers should include a detailed hardware configuration, including system capabilities.
- Proposers are to include detailed pricing for all system components.
- Proposers are to include a detailed plan and all costs for routine maintenance of the system. This should include any assumptions of spare inventory, upgrades, expansion upgrades, or similar needs.
- Proposers must have demonstrated successful performance on installations and maintenance of a nature similar to that requested by the City for this project.

## **RFP PROCESS**

RFP No. 37-07/08 was issued on July 17, 2008, and notices were sent to over 900 firms. This outreach resulted in the receipt of three (3) proposals, on the due date of October 16, 2008, from the following firms:

AT&T Corporation  
BIG Wireless, LLC  
Motorola, Inc.

On December 15, 2008, the City Manager via Letter to Commission No. 322-2008, appointed an Evaluation Committee (the "Committee"), consisting of the following individuals:

Luis Mila, CMB Resident and Graduate of Citizens' Police Academy  
Jill Weiss, CMB Resident and Instructor at FIU School of Computer Science  
Georgina Echert, Assistant Director – Finance Department  
David Noel, Support Services Division Chief – Fire Department  
Steve Sawicki, Radio System Administrator – IT Department  
Larry Bornstein, Captain – Police Department  
Josh Fisher, CMB Resident and Transportation and Parking Committee Member

The Committee convened on January 16, 2009, and was provided with an overview of the project, information relative to the City's Cone of Silence Ordinance and the Government in the Sunshine Law. The Committee listened to presentations from the three firms, and participated in a question and answer session with each of the proposers.

The Committee was instructed to score and rank each proposal pursuant to the evaluation criteria established in the RFP, which was as follows, for total possible of 100 points:

- Total hardware and implementation costs - 20 points

The implementation and hardware costs and all other one time fees associated with the proposed solution.

- Total maintenance cost - 15 points

The long-term cost of any license fees, recurring maintenance and support costs, and all other recurring fees.

- Soundness & quality of the technical proposal – 35

Project understanding and soundness of proposed project design and methodology, including but not limited to the detail and accuracy of the proposed scope and statement of work and implementation plan and the impact of the proposed implementation plan on the operations of the City, and the system levels of hardening and redundancy.

- Technical qualifications and time before proposed product line is discontinued – 15

The Proposer's technical qualifications to perform the work required by the RFP as presented in its Proposal and determined by any other investigations conducted or information obtained by the City. The number of years before the proposed product line is discontinued.

- Proposer's financial qualifications and references – 15

The Proposer's financial qualifications to perform the work required by the RFP and references provided by the Proposer, particularly from projects of similar complexity and scope as presented in its Proposal and determined by any other investigations conducted or information obtained by the City.

The Committee discussed each of the proposals and the corresponding presentations, and proceeded to score and rank them as follows:

<b>Committee Member</b>	<b>BIG Wireless, LLC</b>	<b>Motorola, Inc.</b>	<b>AT&amp;T Corporation</b>
<b>Luis Mila</b>	<b>98 (1)</b>	<b>80 (2)</b>	<b>41 (3)</b>
<b>Jill Weiss</b>	<b>78 (1)</b>	<b>71 (2)</b>	<b>42 (3)</b>
<b>Georgina Echert</b>	<b>95 (1)</b>	<b>70 (2)</b>	<b>40 (3)</b>
<b>David Noel</b>	<b>77 (1)</b>	<b>57 (2)</b>	<b>37 (3)</b>
<b>Steve Sawicki</b>	<b>84 (1)</b>	<b>59 (2)</b>	<b>34 (3)</b>
<b>Larry Bornstein</b>	<b>83 (1)</b>	<b>72 (2)</b>	<b>40 (3)</b>

The Committee unanimously ranked BIG Wireless, LLC as the top-ranked firm. BIG Wireless's proposal was the most definitive and comprehensive relative to addressing the technical requirements of the system.

Of the three respondents, BIG Wireless unlike the incumbent, demonstrated an understanding of the needs as outlined in the RFP and provided the most complete system solution using a new generation carrier grade product which provides implementation and management of a protected loop design which meets the intent of the RFP. BIG Wireless, like the other proposers, partnered with a recognized provider using its latest new generation microwave hardware, as well as utilizing industry standard outdoor wind speed rated antennas. As stated, the hardware partner will be providing the engineering backup for the subcontracted local maintenance.

BIG's proposal and presentation demonstrated their understanding of the City's requirements relative to implementing the proposed solution as seamlessly as feasible, with a methodology and approach that targets limiting the impact to the City's operations.

BIG's proposed maintenance fees are less than the maintenance fees that in the current Motorola contract.

The breakdown of the anticipated costs for the Microwave System, per BIG's proposal is as follows:

System Costs:	\$ 627,360.66
Spare Parts Costs:	\$ 32,000.00
System Support Services Costs:	<u>\$ 140,639.34</u>
	\$ 800,000.00

The \$ 140,639.34 is for 2.5 years of maintenance and system support. The grant structure three (3) year timeframe permits this, as long as the sum is paid out by the end of grant.

Motorola, the incumbent maintenance provider of the existing microwave, possessing the largest amount of operational experience, responded with an inadequate design proposal reflecting the requested loop protection/ redundancy. Motorola's proposed Police HQ to Council Towers link was designed with only a redundant radio, which basically duplicates the existing design, and when questioned responded that in their assessment this was adequate.

Motorola, in response to the system failures encountered by the radio system (Council to PD was the first incident) identified problems with this link on the second sweep which they rectified. As a point of interest, this is the shortest link in the system.

AT&T provided a proposed design which duplicates the existing topology single point of failure and provided no "protected loop" solution. The explanation for the design was that the redundant carrier grade radio would provide the solution. Upon being questioned on this design, AT&T admitted that under a path failure, the radio site or any sites further down the chain would be down as well, which is comparable to the existing design. The equipment provider indicated that the system may have another five years of production life before the line would be discontinued. Additionally, AT&T's proposed solution did not include the necessary maintenance and support.

### **CONCLUSION**

The Administration recommends that the Mayor and City Commission approve the attached resolution, which recommends the acceptance of the ranking of firms and authorizes the Administration to enter into negotiations with the top-ranked firm of BIG Wireless, LLC, and if the Administration is unable to negotiate an agreement with the top-ranked firm, authorize the Administration to negotiate with the second-ranked firm of Motorola, Inc.; and further authorize the Mayor and City Clerk to execute an agreement upon the completion of successful negotiations by the Administration, in the not exceed amount of \$800,000.

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RESOLUTION NO. \_\_\_\_\_

**A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE RECOMMENDATION OF THE CITY MANAGER PERTAINING TO THE RANKING OF FIRMS PURSUANT TO REQUEST FOR PROPOSALS (RFP) NO. 37-07/08 FOR A MICROWAVE RADIO SYSTEM; AUTHORIZING THE ADMINISTRATION TO ENTER INTO NEGOTIATIONS WITH THE TOP-RANKED FIRM OF BIG WIRELESS, LLC, AND SHOULD THE ADMINISTRATION NOT BE ABLE TO NEGOTIATE AN AGREEMENT WITH THE TOP-RANKED FIRM, AUTHORIZING THE ADMINISTRATION TO NEGOTIATE WITH THE SECOND-RANKED FIRM OF MOTOROLA, INC.; AND FURTHER AUTHORIZING THE MAYOR AND CITY CLERK TO EXECUTE AN AGREEMENT UPON THE COMPLETION OF SUCCESSFUL NEGOTIATIONS BY THE ADMINISTRATION, IN THE NOT TO EXCEED AMOUNT OF \$800,000.**

**WHEREAS**, the City's microwave radio system is reaching its end of life, and parts scarcity is making it difficult to maintain; and

**WHEREAS**, on June 25, 2008, the Mayor and City Commission authorized the issuance of a Request for Proposals (RFP) for A Microwave Radio System; and

**WHEREAS**, on July 17, 2008, RFP No. 37-07/08 was issued; the Procurement Division e-mailed the RFP, uploaded it to both RFPDepot.com and to BidNet, resulting in notices being sent to over 900 firms; and

**WHEREAS**, on the specified RFP due date of October 16, 2008, the Procurement Division received responses from AT&T Corporation, BIG Wireless, LLC, and Motorola, Inc.; and

**WHEREAS**, on December 15, 2008, the City Manager via Letter to Commission No. 322-2008, appointed an Evaluation Committee (the "Committee"), consisting of the following individuals:

Luis Mila, CMB Resident and Graduate of Citizens' Police Academy;  
Jill Weiss, CMB Resident and Instructor at FIU School of Computer Science;  
Georgina Echert, Assistant Director – Finance Department;  
David Noel, Support Services Division Chief – Fire Department;  
Steve Sawicki, Radio System Administrator – IT Department;  
Larry Bornstein, Captain – Police Department ;  
Josh Fisher, CMB Resident and Transportation and Parking Committee Member; and

**WHEREAS**, the Committee convened on January 16, 2009 and was provided with an overview of the RFP, information relative to the City's Cone of Silence Ordinance, Government in the Sunshine Law, listened to presentations from the three firms, and discussed the evaluation criteria to be utilized as outlined in the RFP; and

**WHEREAS**, the Committee unanimously recommended BIG Wireless, LLC as the top-ranked firm, and Motorola, Inc. as the second-ranked firm; and

**WHEREAS**, the City Manager concurs with the Committee's recommendation.

**NOW, THEREFORE, BE IT DULY RESOLVED BY THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA**, that the Mayor and City Commission hereby accept the recommendation of the City Manager pursuant to Request for Proposals (RFP) No. 37-07/08 for A Microwave Radio System; and authorize the Administration to enter into negotiations with the top-ranked parking operator BIG Wireless, LLC; and should the Administration not be able to negotiate with the top-ranked firm, authorize the Administration to negotiate with the second-ranked firm, Motorola, Inc; further authorizing the Mayor and City Clerk to execute an agreement upon conclusion of successful negotiations by the Administration, in the not to exceed amount of \$800,000.

**PASSED AND ADOPTED** this \_\_\_\_\_ day of \_\_\_\_\_, 2009.


ATTEST:

\_\_\_\_\_  
CITY CLERK

\_\_\_\_\_  
MAYOR

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**APPROVED AS TO  
FORM & LANGUAGE  
& FOR EXECUTION**

  
\_\_\_\_\_  
City Attorney

2/19/09  
\_\_\_\_\_  
Date